

## O W N E R S M A N U A L

to the California Strategic Sourcing Initiative (CSSI)

How Your Business Can Take Advantage of NEW CSSI Contracting Opportunities!



CALIFORNIA STRATEGIC SOURCING INITIATIVE

# California's Continuing Commitment to Small Business and Disabled Veteran Business Enterprises

During fiscal year 2003-04 nearly \$2.3 billion in State contracts were awarded to California-certified small businesses. This represents a record 30.2 percent of the total eligible contracts reported by all State agencies and departments, exceeding California's 25 percent participation goal.

California also achieved a record 3.47 percent participation rate for Disabled Veteran Business Enterprises (DVBEs), surpassing California's goal of 3 percent participation.

Combined, this means that nearly 1 out of every 3 state contracting dollars went to a small business or DVBE—a significant increase in participation from past years. The good news is that the State of California is not stopping there...

Through the California Strategic Sourcing Initiative (CSSI), small businesses and DVBEs now have *NEW* opportunities to do business with the State. Not only will your business benefit from competing for these new strategically sourced contracts, the State will benefit as well by receiving the best products and services at the best value.



### What is Strategic Sourcing and why introduce it now?

Put in its simplest terms, strategic sourcing is a way to achieve significant taxpayer savings by consolidating, renegotiating and automating state contracts.

Strategic Sourcing has been under study for several years. However, the State's fiscal crisis created a sense of urgency to explore ways to save money.

Regardless of California's fiscal needs, Strategic Sourcing has become a "best practice" in procurement management and makes good business sense for meeting the State's ongoing commitment to its taxpayers.

## How is the CSSI specifically addressing the needs of small businesses and DVBEs?

The Department of General Services (DGS) is hosting a series of "partnering workshops" to help build new business relationships between small businesses and DVBEs and potential prime vendors on a category-bycategory basis. These workshops provide premium opportunities for small businesses and DVBEs to meet "one-on-one" with other suppliers to discuss teaming arrangements for Strategic Sourcing contracts. In addition, many prior participants say the workshops provide added value by creating a forum where they can discuss potential contracting opportunities outside of the CSSI.

#### **How can** I take advantage of CSSI contracting opportunities?

- 1 Give your small business and/or DVBE a contracting advantage by becoming *California-certified*. To begin the certification process, go to **www.pd.dgs.ca.gov/smbus** or call 916-375-4940.
- Visit the California State Contracts Register (CSCR)—your one-stop information source for State contracting opportunities—at www.cscr.dgs.ca.gov/cscr. The CSCR connects businesses to government, providing an easy-to-use, online resource that lists ads for all strategically sourced contracting opportunities, plus hundreds of others including services and construction contracts valued at more than \$5,000, commodity contracts valued at more than \$25,000, and IT goods contracts valued at more than \$100,000.
- 3 Register with the DGS Subscription Outreach Service (SOS), an online tool that automatically notifies you when bids for the type of goods or services you provide are released. All Strategic Sourcing contract opportunities are published through the SOS at www.cscr.dgs.ca.gov/cscr/sosdesc.asp
- **4** Participate in CSSI events that are relevant to your business. The DGS sponsors, where applicable, small business and DVBE partnering workshops that coincide with Strategic Sourcing bidders' conferences. Find a calendar of CSSI events and announcements at **www.pd.dgs.ca.gov/StratSourcing/statusreports**
- 5 Subscribe to the CSSI Web site update service. This service notifies you, via e-mail, whenever the CSSI Web site is updated with critical information. To register for this free service, please go to www.pd.dgs.ca.gov/ StratSourcing/statusreports





### Will small businesses and DVBEs be relegated to permanent "subcontractor" status under the CSSI?

Absolutely not. Not every contract for products and services will lend itself to being strategically sourced. There will be many cases where the unique purchasing needs of an agency or department will continue to be procured through the State's traditional competitive bidding processes.



Please visit the CSSI Web site at www.pd.dgs.ca.gov/StratSourcing



# I still have specific questions regarding my business and Strategic Sourcing. Where can I get answers?

Please contact us with your detailed questions via e-mail at **Strategicsourcing@dgs.ca.gov** or call the CSSI Information Line toll-free at 866-885-8344

You can also visit the CSSI Web site to review other "Frequently Asked Questions" submitted by your colleagues. The FAQs are available at www.pd.dgs.ca.gov/StratSourcing/SupplierInformation

We look forward to your questions, and most importantly, to your participation in the CSSI. Please let us know how we can assist you and your business!



CSSI Web Site: www.dgs.ca.gov/StratSourcing

Small Business and DVBE Certification: www.dgs.ca.gov/smbus 916-375-4940

California State Contracts Register: www.cscr.dgs.ca.gov/cscr

Subscription Outreach Service: www.cscr.dgs.ca.gov/cscr/sosdesc.asp

CSSI Events and Announcements: www.pd.dgs.ca.gov/StratSourcing/statusreports

CSSI Frequently Asked Questions: www.pd.dgs.ca.gov/StratSourcing/ SupplierInformation

Contact CSSI via e-mail at **Strategicsourcing@dgs.ca.gov** or call the CSSI Information Line toll-free at **866-885-8344** 



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